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Message Text

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11
ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 CIAE-00 INR-07 LAB-04

NSAE-00 PA-02 SIL-01 USIA-15 PRS-01 /060 W
---------- 036069
R 151344Z NOV 75
FM USINT BAGHDAD
TO SECSTATE WASHDC 2547
USDOC WASHDC
USDA WASHDC
AMEMBASSY ATHENS
AMEMBASSY TEHRAN
INFO AMEMBASSY ABU DHABI
AMEMBASSY CAIRO
AMEMBASSY JIDDA
AMEMBASSY KUWAIT

UNCLAS BAGHDAD 1176

ATHENS AND TEHRAN FOR TRADE CENTER DIRECTORS

E.O. 11652: N/A
TAGS: BEXP, IZ
SUBJECT: US PARTICIPATION IN 1976 BAGHDAD INTERNATIONAL FAIR

REF: A) BAGHDAD A-28 (MAY 13, 1974);
B) BAGHDAD 449 (JULY 30, 1974);
C) BAGHDAD 1039 (NOTAL)

1. SUMMARY: US HAS BEEN INVITED PARTICIPATE IN OCTOBER 1976 BAGHDAD INTERNATIONAL FAIR. USINT RECOMMENDS PARTICIPATION AND REQUESTS ASAP AUTHORIZATION TO INFORM MFA OF OUR DECISION IN PRINCIPY TO DO SO. UNANIMOUS OPINION OF EEC COMMERCIAL ATTACHES AND EXHIBITORS OF AMERICAN PRODUCTS IN 1975 FAIR IS THAT FAIR IS MAJOR VEHICLE FOR MARKET PENETRATION AND NO NATION OR COMPANY FOR WHICH IRAQ IS AN IMPORTANT EXPORT MARKET CAN AFFORD NOT TO PARTICIPATE. END SUMMARY

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2. WE WERE PLEASANTLY SURPRISED TO RECEIVE, IN LATE

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OCTOBER, DIPLOMATIC NOTE INVITING USA TO PARTICIPATE IN
OCTOBER 1-21, 1976 BAGHDAD INTERNATIONAL FAIR. BECAUSE
OF OBVIOUSLY "CIRCULAR" NATURE OF NOTE, WE DELAYED
REPORTING INVITATION UNTIL WE HAD CONFIRMED DISCREETLY
THAT IT HAD NOT BEEN SENT IN ERROR (DEPARTMENT WILL
RECALL FROM REF.(B) THAT WE WERE EXPLICITLY TURNED DOWN
FOR PARTICIPATION IN 1975 BAGHDAD FAIR).

3. SEPARATE MESSAGE WILL ASSESS BROADER SIGNIFICANCE OF
INVITATION.

4. UNANIMOUS OPINION OF EEC COMMERCIAL ATTACHES (WITH
WHOM USINT COMMERCIAL OFFICER MEETS MONTHLY) IS THAT
1975 BAGHDAD FAIR WAR FARQOETTER THAN AYJ VOZ?*- 94.
ALL EEC ATTACHES HAVE, MOREOVER, RECOMMENDED THAT THEIR
GOVERNMENTS PARTICIPATE IN NEXT YEAR'S FAIR ON PURELY
COMMERCIAL GROUNDS. EXHIBITORS OF US PRODUCTS IN 1975
(E.G. BIG DUTCHMAN, ALLIS-CHALMERS, FIAT-ALLIS, FRUEHAUF,
AND AN INDEPENDENT GM VEHICLE DEALER FROM NEW YORK) WERE
UNANIMOUS IN SAYING THAT EXHIBITIONS HAD MADE SALES
THROUGH FAIR WHICH WOULD NOT HAVE OCOURRED OTHERWISE.
ON BASIS OF DISCUSSIONS WITH MANAGERS OF SOVIET, JAPANESE,
AND ITALIAN NATIONAL PAVILIONS, AS WELL AS NUMEROUS
PRIVATE BRITISH, GERMAN AND OTHER EXHIBITORS, IT IS OUR
CONCLUSION THAT VIRTUALLY EVERYTHING DISPLAYED AT 1975
FAIR WAS SOLD--INCLUDING TABLES AND BOOTHS USED TO
DISPLAY OBJECTS.

5. REF. A (OF WHICH AT LEAST ONE COPY ISON FILE IN
USDOC/CAGNE) GIVES PHYSICAL PLAN OF 1975 BAGHDAD FAIR
AND CONDITIONS OF PARTICIPATION--INCLUDING REGULATIONS
FOR IMPORT LICENSES.

6. GENERAL ARRANGEMENTS FOR 1976 ARE IDENTICAL WITH 1975
EXCEPT FOR COST OF RENTING SPACE WHICH HAS RISEN TO 23.80
DOLLARS PER SQUARE METLR FOR INDOOR AREAS AND 11.90 DOLLARS
FOR OUTDOOR AREAS.

7. NATIONAL PAVILIONS ARE PERMITTED DUTY-FREE ENTRY OF
34,000 DOLLARS WORTH OF CONSUMER GOODS AND 340,000 DOLLARS
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WORTH OF INTERMEDIATE AND CAPITAL GOODS. IN ADDITION,
HOWEVER, IF ANY PARTICULAR ITEM APPEARS AGAINST A LIST
OF ITEMS NEEDED FOR CAPITAL PROJECTS OF THE MINISTRIES
OF AGRICULTURE AMQRFFDUSTRY, THEY ARE NOT INCLUDED IN
THE NATIONAL PAVILION'S QUOTA. NATIONAL QUOTAS CAN BE
FURTHER ENLARGED ACCORDING TO A FORMULA TO REFLECT SIZE

OF THE PAVILION AND VALUE OF EXHIBITING COUNTRY'S

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EXPORTS TO IRAQ.

8. WE RECOMMEND PARTICIPATION AND REQUEST ASAP AUTHORIZATION
TO INFORM MFA OF OUR DECISION IN PRINCIPLE TO TAKE PART.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Current Classification: UNCLASSIFIED
Concepts: TRADE FAIRS
Control Number: n/a
Copy: SINGLE
Draft Date: 15 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BAGHDA01176
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
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Errors: N/A
Film Number: D750399-0358
From: BAGHDAD
Handling Restrictions: n/a
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Legacy Key: link1975/newtext/t19751140/aaaabjmu.tel
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